

Axos Financial, Inc.
Investor Presentation

November 2021

NYSE: AX

axos™
Banking Evolved℠

Safe Harbor



This presentation contains forward-looking statements within the meaning of the Private Securities Litigation Reform Act of 1995 (the "Reform Act"). The use of future tense or words "future plans," "believe," "expect," "anticipate," "estimate," "project," or the negation thereof or similar expressions constitute forward-looking statements within the meaning of the Reform Act. These statements may include, but are not limited to, projections of revenues, income or loss, estimates of capital expenditures, plans for future operations, products or services, including new initiatives and expansion, the effects of the COVID-19 pandemic, and financing needs or plans, as well as assumptions relating to these matters. Such statements involve risks, uncertainties and other factors that may cause actual results, performance or achievements of the Company and its subsidiaries to be materially different from any future results, performance, or achievements expressed or implied by such forward-looking statements. For a discussion of these factors, we refer you to the Company's reports filed with the Securities and Exchange Commission, including its Annual Report on Form 10-K for the year ended June 30, 2021, Form 10-Q for the quarter ended September 30, 2021 and its last earnings press release. In light of the significant uncertainties inherent in the forward-looking statements included herein, the inclusion of such information should not be regarded as a representation by the Company or by any other person or entity that the objectives and plans of the Company will be achieved. For all forward-looking statements, the Company claims the protection of the safe-harbor for forward-looking statements contained in the Reform Act.

Axos' Business Model is Differentiated From Other Banks

Customer Acquisition	Sales	Servicing	Distribution
• Digital Marketing • Affinity and Distribution Partners • Data mining/target feeding direct marketing • Cross-selling	• Automated fulfillment • Inbound call center sales • Outbound call center sales • Minimal outside sales • Significant inside sales	• Self-service • Digital journey • Direct banker (call center)	• Balance sheet • Whole loan sales options • Securitization

Core Digital Capabilities

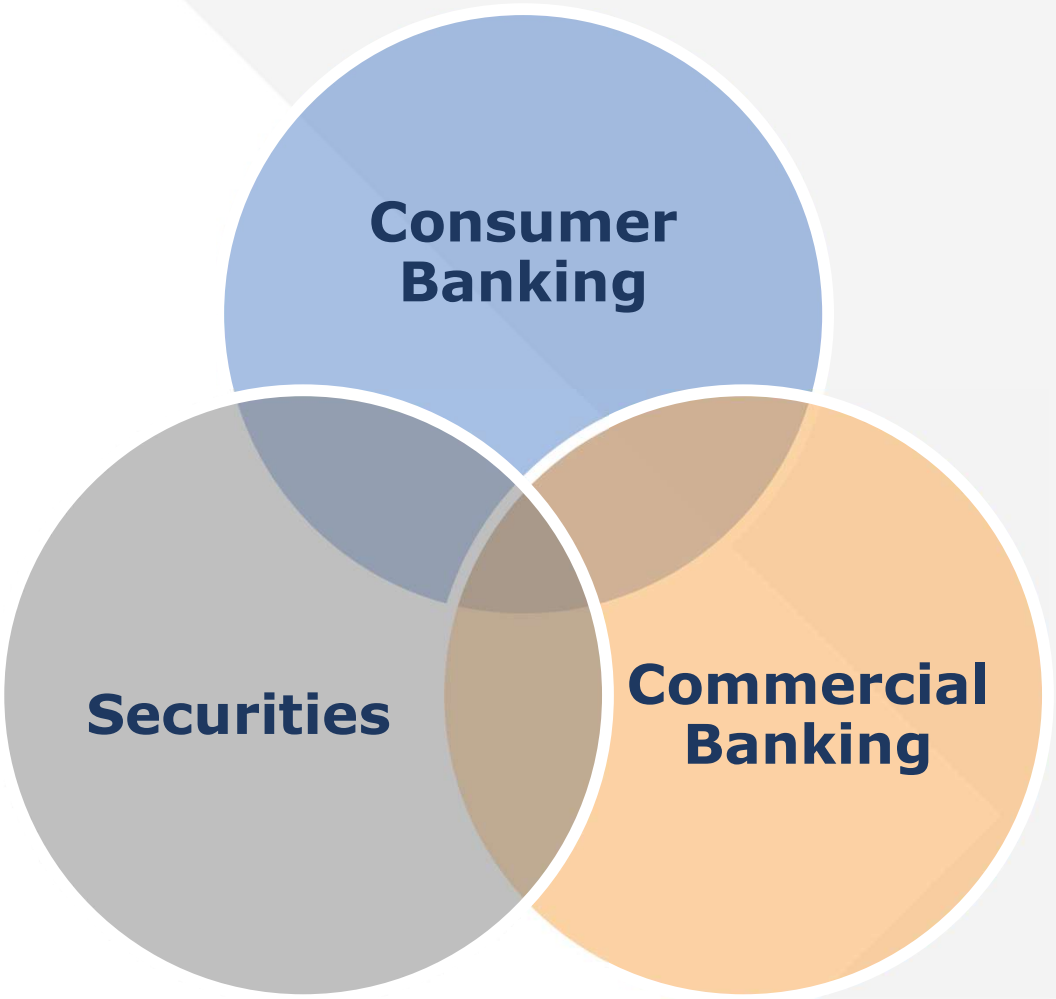
Data Driven Insight | **Integrated Customer Experience** | **Digital Marketing** | **Digitally Enabled Operations** | **Next-Gen Technology**

Our Business Model is More Profitable Because Our Costs are Lower and Our Assets are Higher-Yielding

As % of average assets	Axos[1] (%)	Banks Greater Than $10bn[2] (%)
Net interest income	4.34%	2.14%
Salaries and benefits	0.93%	1.04%
Premises, equipment and other non-interest expense	1.12%	1.10%
Total non-interest expense	**2.05%**	**2.14%**
Core business margin	**2.29%**	**0.00%**

1. For the three months ended 6/30/2021 – the most recent data on FDIC website "Statistics on Depository Institutions Report". Axos Bank only, excludes Axos Financial, Inc. and non-bank subsidiaries to compare to FDIC data. Data retrieved 11/3/2021.
2. All Commercial Banks by asset size. FDIC reported for three months ended 6/30/2021. Total of 160 institutions >$10 billion. Data retrieved 11/3/2021.

Axos Financial's Three Business Segments Provide the Foundation For Sustained Long-Term Growth



Investment Thesis

- Diverse mix of asset, deposit, and fee income reduces risk and provides multiple growth opportunities in varying environments
- Differentiated retail digital strategy from "online savings banks" or fin-tech competitors
- Structural cost advantage vs. traditional banks
- Differentiated distribution strategy
- New business initiatives will generate incremental growth
- Universal Digital Banking Platform and Enterprise Technology stack provide operating leverage opportunity
- Technology synergies among business segments reduce overall cost of growth strategy

Our Model is Built for Increased Digital Interactions

COVID-19 Has Accelerated Adoption of Digital Banking and Wealth Management

Consumer Banking

- Convenience and superior user experience keys to long-term success
- Effective use of customer data and segmentation reduces customer acquisition costs and increases cross-sell
- Control of front- and back-end connectivity to technology stack provides cost and time-to-market advantages
- UDB allows Axos to continuously add new self-service tools and value-added services within our digital banking platform

Commercial Banking

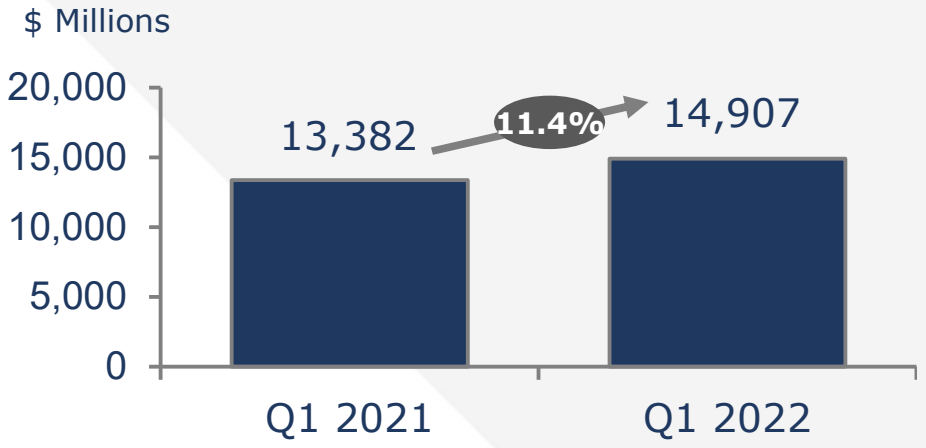
- Providers that integrate banking with specialized software to serve specific customer segments will gain market share
- Axos Fiduciary Services supports trustees and fiduciaries nationwide through software + services model
- Winning cash/treasury management accounts through > automation and custom API integration
- Regional sales leaders supported by centralized service team creates a more efficient and scalable model

Securities

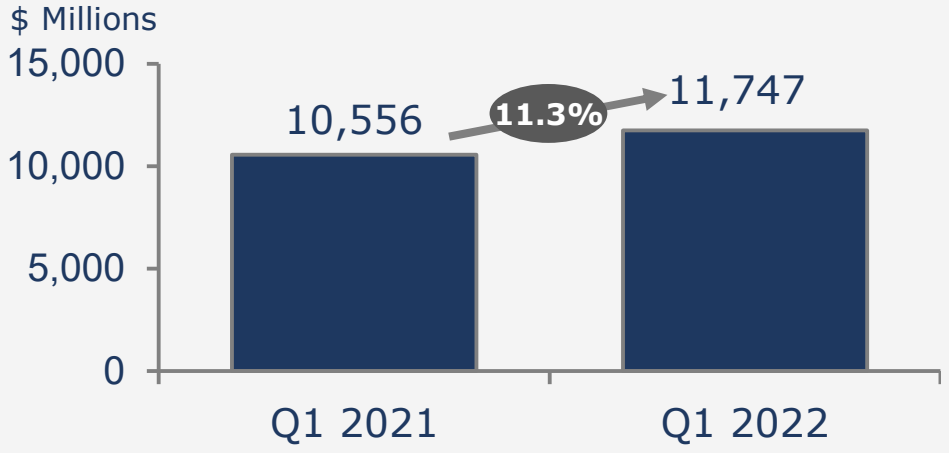
- Consumers across all age and income demographics want to manage their finances through a centralized, digital platform
- Independent RIAs and IBDs need banking services to compete with money center banks and large broker-dealers
- Owning clearing, custody, and direct-to-consumer digital wealth capabilities provides opportunities to serve consumers with incremental services at favorable economics

Fiscal 2022 First Quarter Highlights Compared with Fiscal 2021 First Quarter

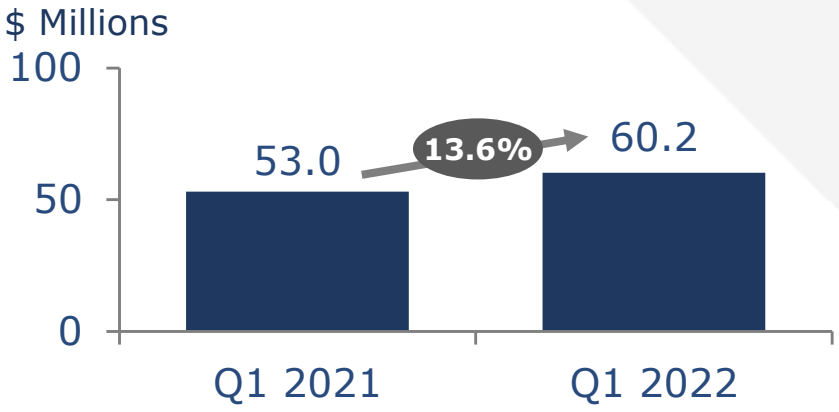
Asset Growth



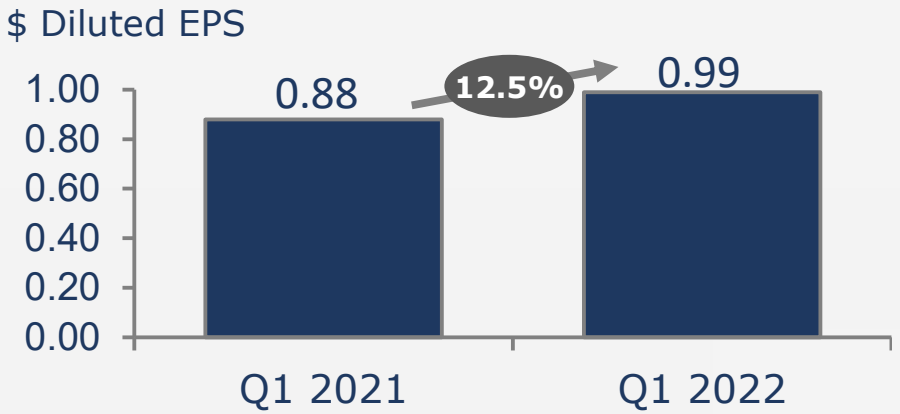
Deposit Growth



Net Income



Diluted EPS

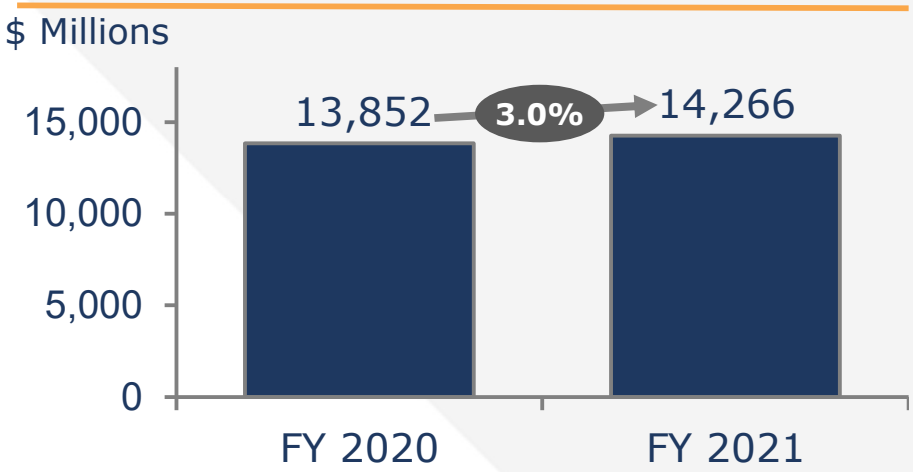


Return on Equity = 16.2%

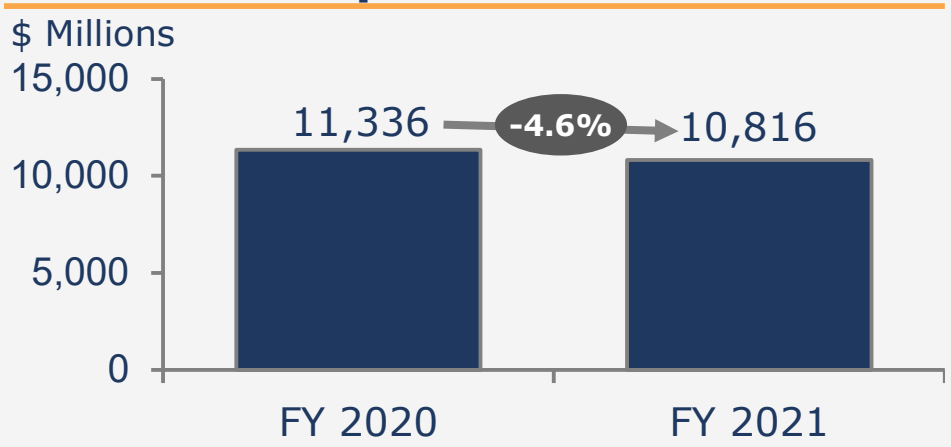
Return on Assets = 1.66%

Fiscal 2021 Highlights Compared with Fiscal 2020

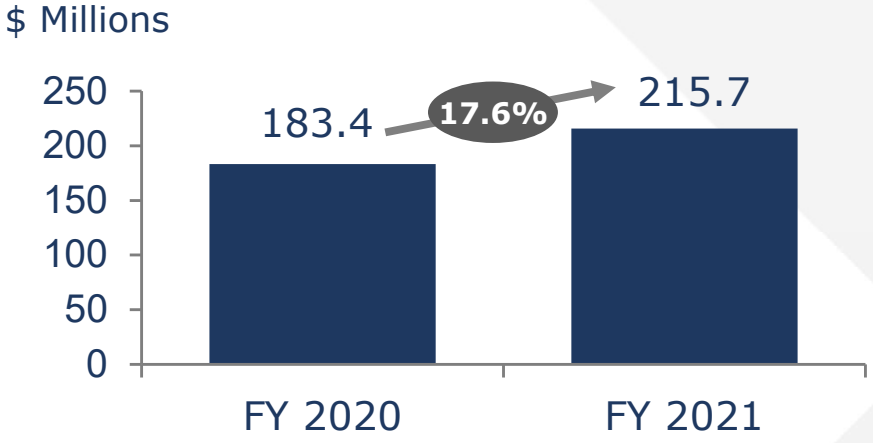
Asset Growth



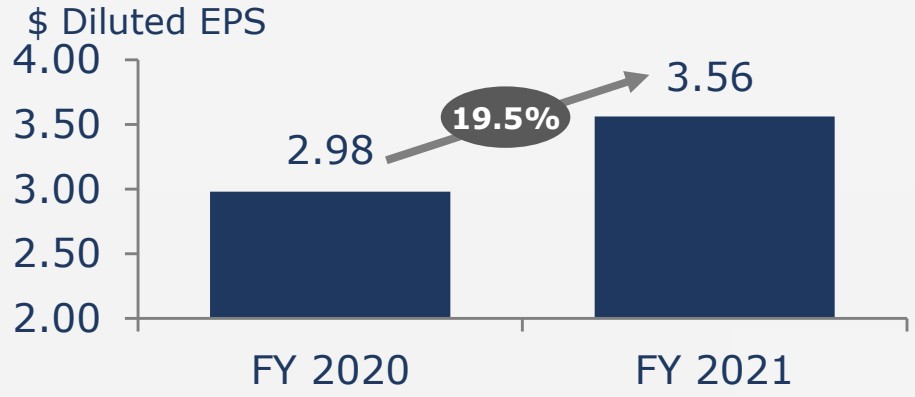
Deposit Growth*



Net Income



Diluted EPS



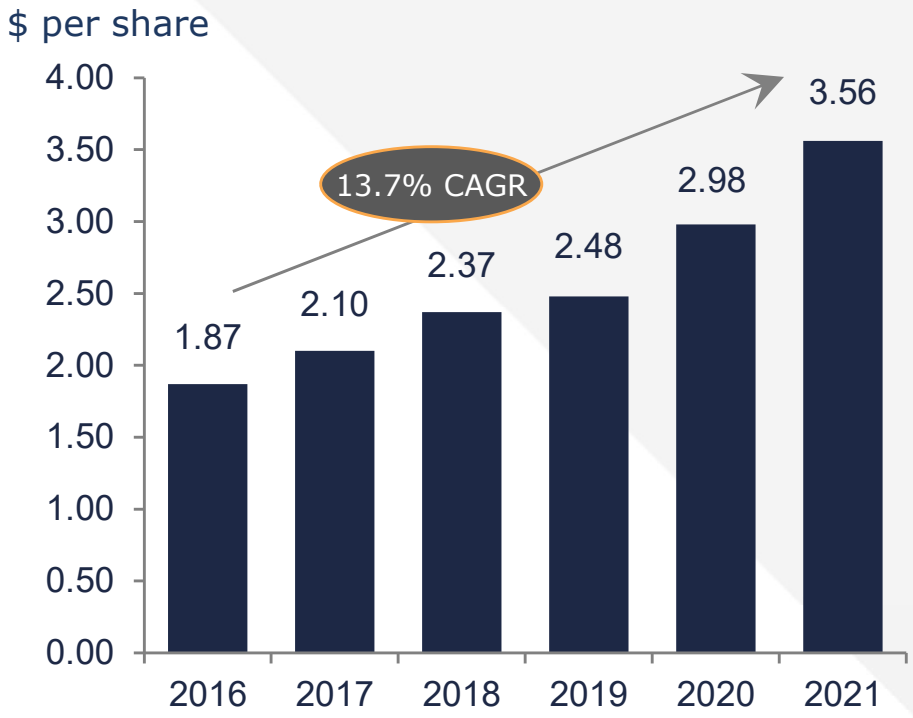
Return on Equity = 16.51%

Return on Assets = 1.52%

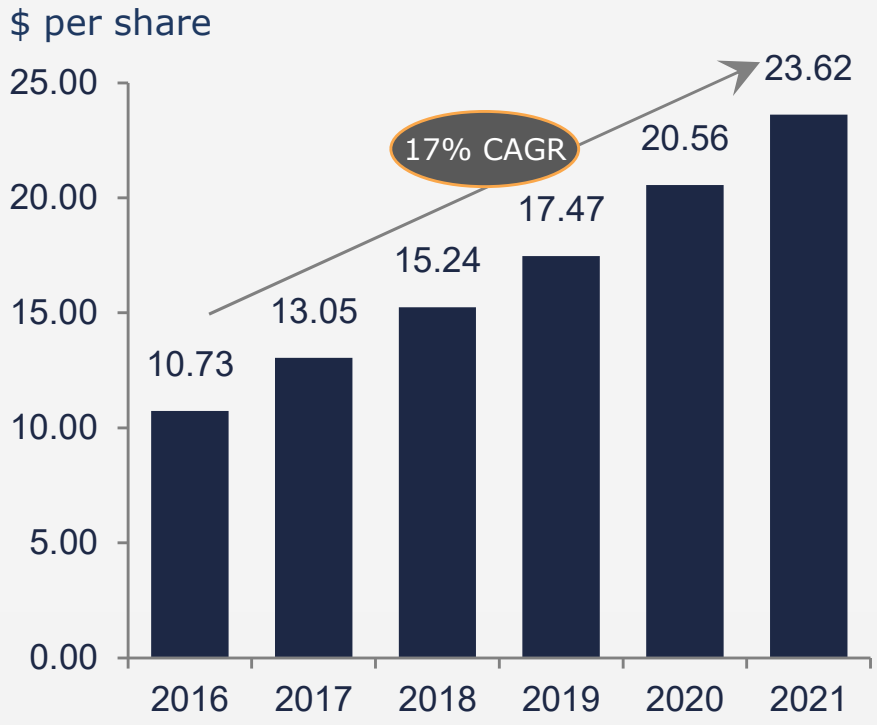
* Deposit decrease by design to accommodate acquisition of $1.2 billion in deposits from E*TRADE Advisor Services in August 2021.

Diluted EPS and Book Value Per Share Have Been Consistently Strong

Diluted EPS (FY)

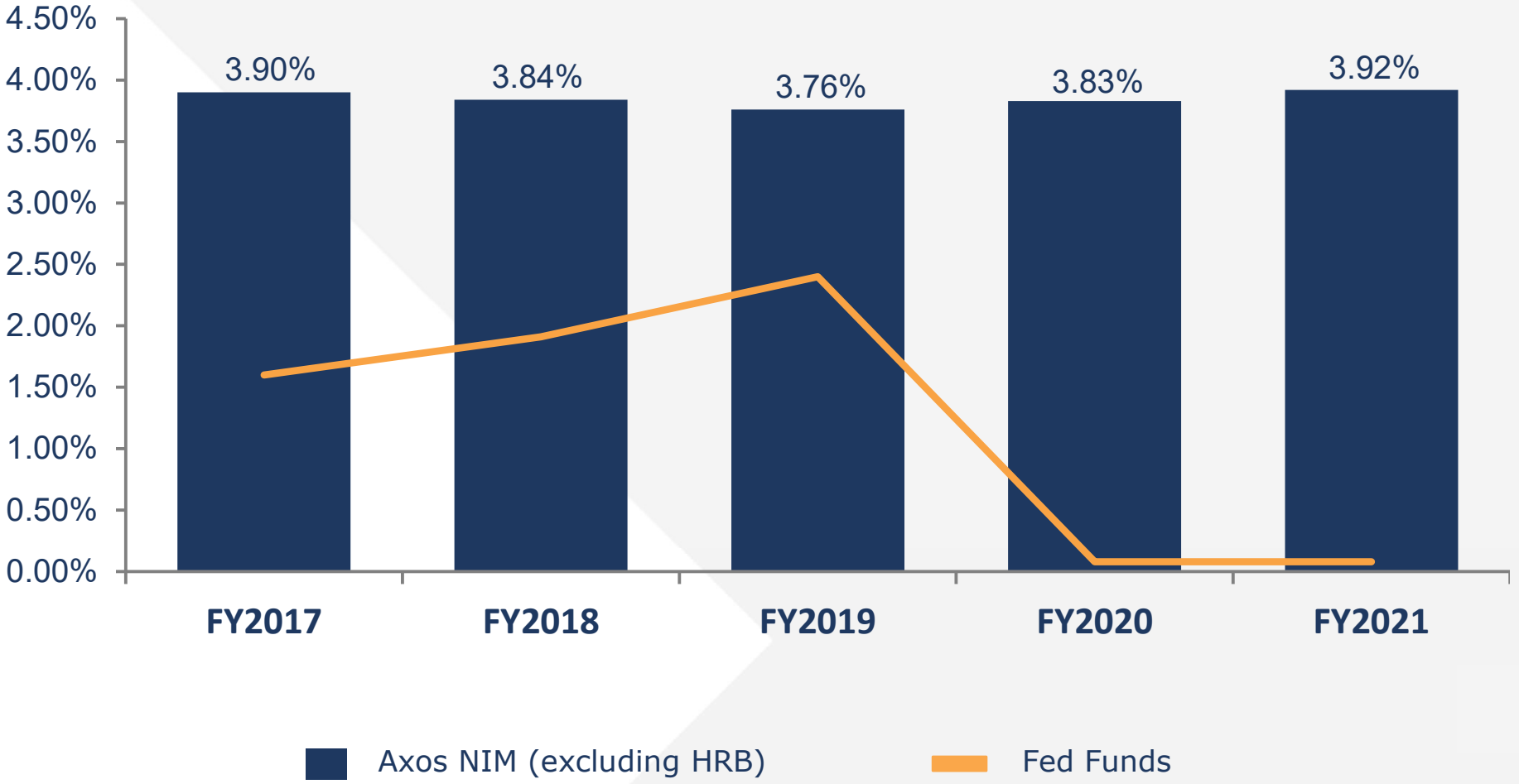


Book Value Per Share (FY)



Net Interest Margin Has Been Stable/Rising Through a Variety of Interest Rate Cycles

Stable Net Interest Margin, without HRB



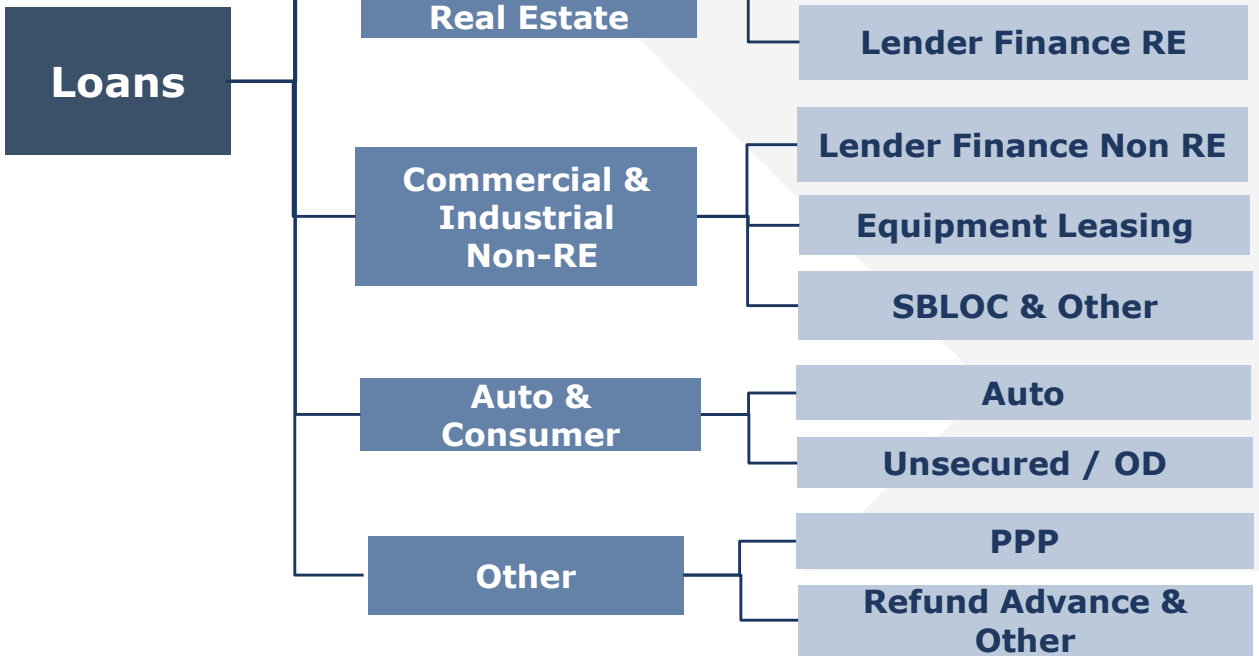
Axos is a Top Quartile Performer Versus Bank Peer Group

	Axos Bank	Peer Group	Percentile
ROAA	1.92%	0.94%	92%
Return on equity	18.43%	9.50%	89%
G&A	1.97%	2.36%	29%
Efficiency ratio	42.42%	65.68%	9%

The 89% on ROE means that the Bank outperformed 89% of all banks. The 29% G&A ranking means that only 29% of banks spend less on G&A than Axos. Peer group includes savings banks greater than $1 billion.

Source: Uniform Bank Performance Report (UBPR) as of 9/30/21; data retrieved 11/3/21.
Note: Peer group is all savings banks (101) with assets greater than $1 billion for quarter ended 9/30/21.

Net Loan Growth by Category for First Quarter Ended September 30, 2021

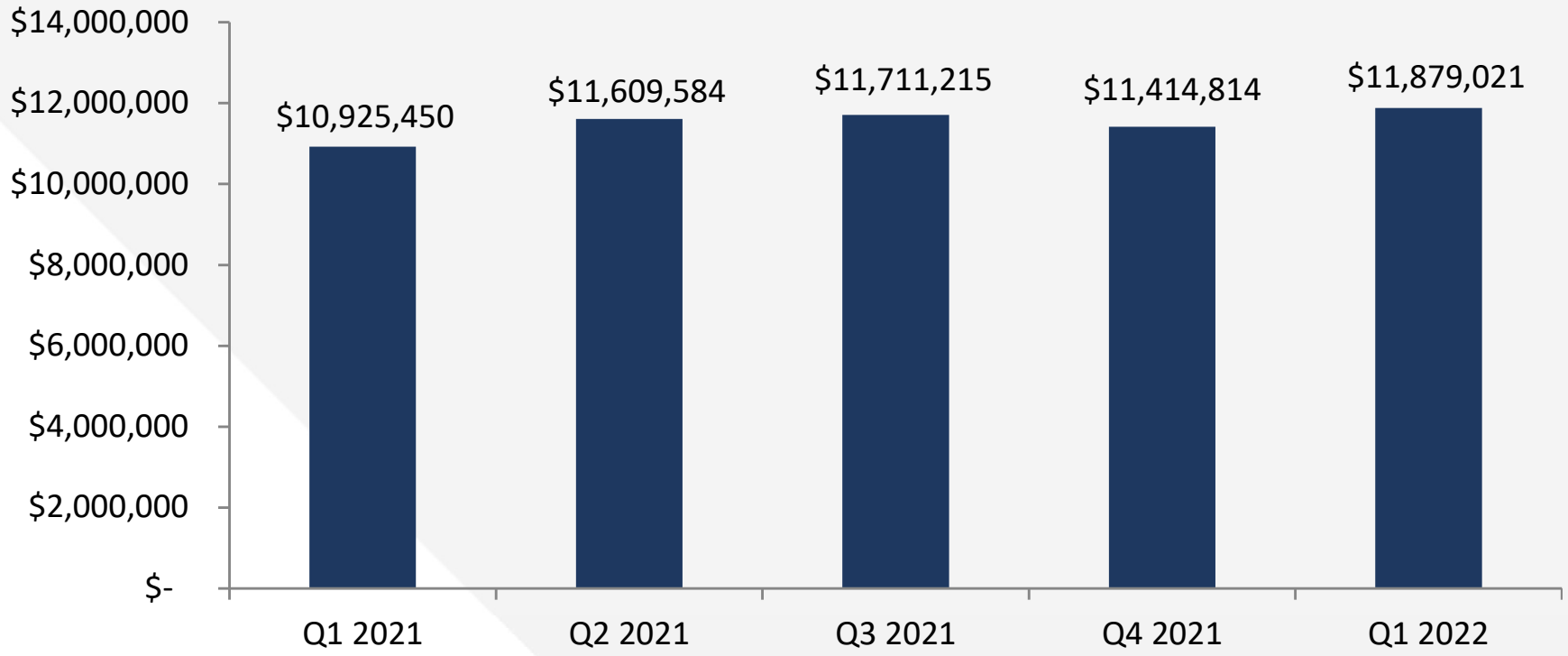


$ Millions

	Q1 FY22	Q4 FY21	Inc (Dec)
Jumbo Mortgage	$3,685	$3,745	(60)
SF Warehouse Lending	656	614	42
Multifamily	2,007	2,020	(13)
Small Balance Commercial	451	450	1
CRE Specialty	3,355	3,090	265
Lender Finance RE	138	91	47
Lender Finance Non RE	622	580	42
Equipment Leasing	100	112	(12)
SBLOC & Other	517	432	85
Auto	385	300	85
Unsecured / OD	62	62	0
PPP	40	55	(15)
Refund Advance & Other	3	4	(1)
	$12,021	$11,555	$466

Our Asset Growth has been Driven by Strong and Profitable Organic Loan Production

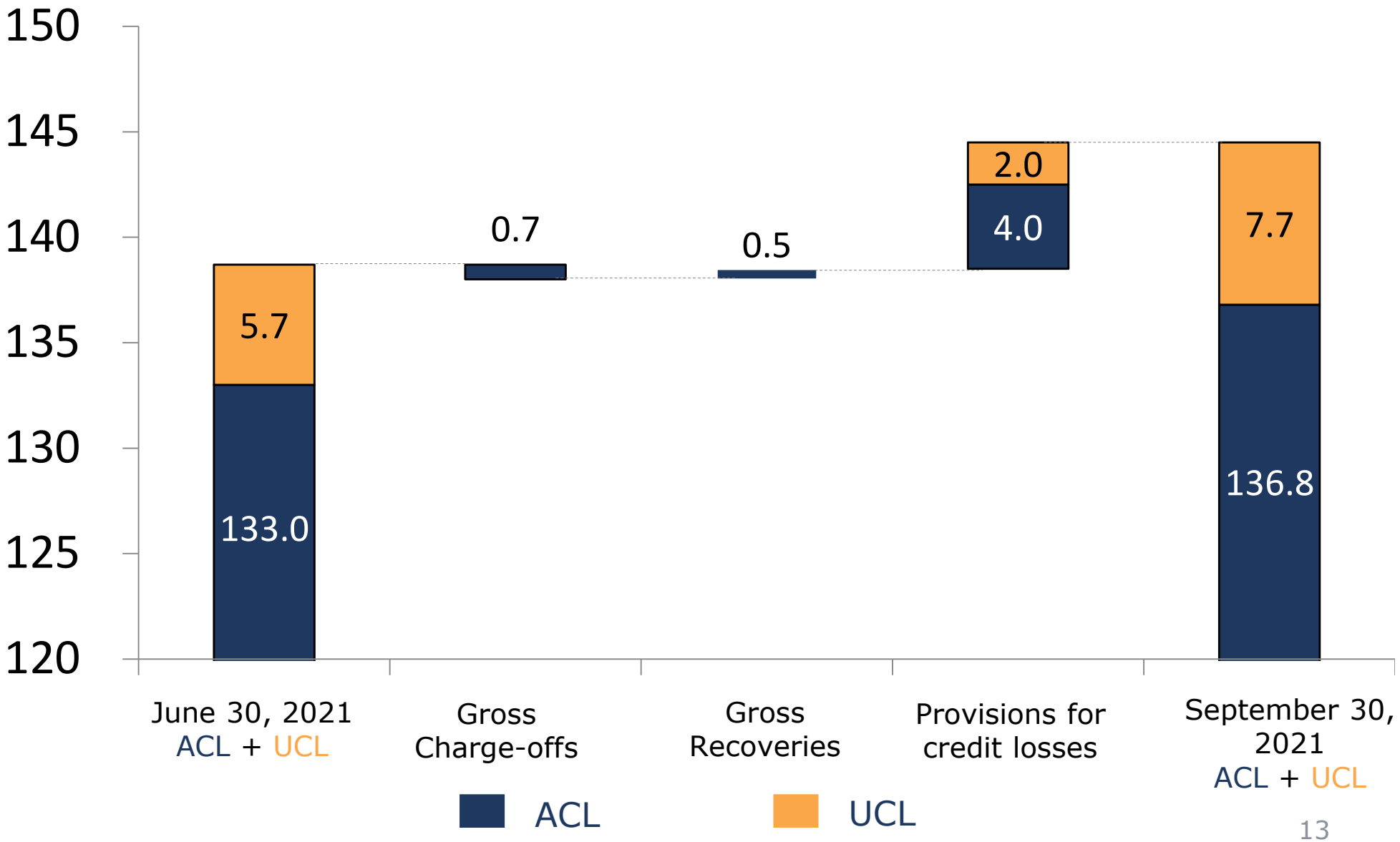
Net Loan Portfolio – End of Last Five Quarters ($ in Thousands)



Average Loan to Value	Q1 2021	Q2 2021	Q3 2021	Q4 2021	Q1 2022
Multifamily	56%	56%	55%	55%	56%
Single family	58%	58%	57%	57%	57%

Change in Allowance for Credit Losses (ACL) & Unfunded Loan Commitments Liability (UCL)

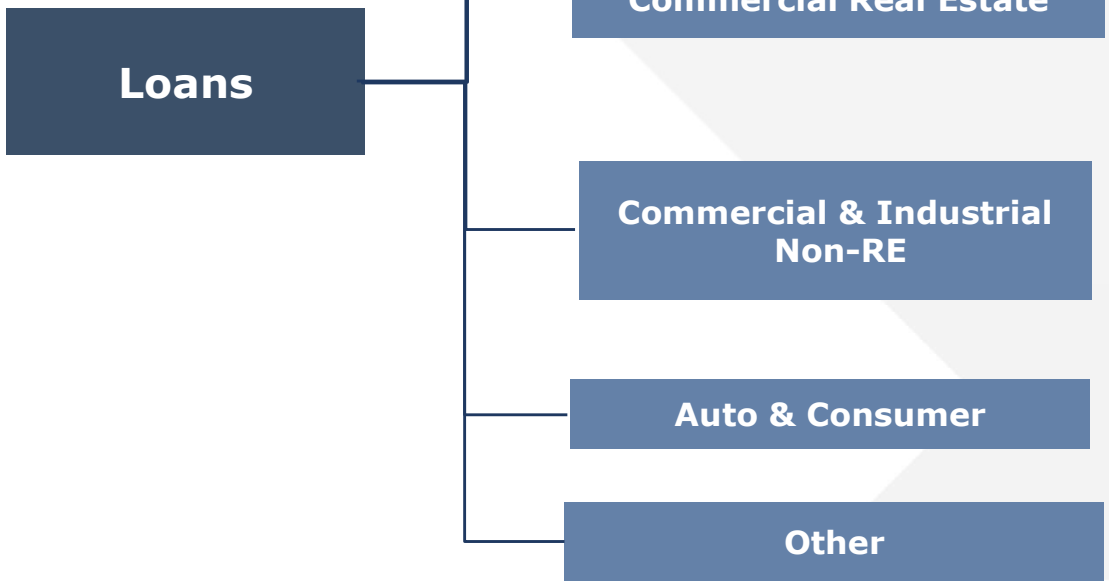
($ in millions)



Allowance for Credit Losses (ACL) by Loan Category as of September 30, 2021

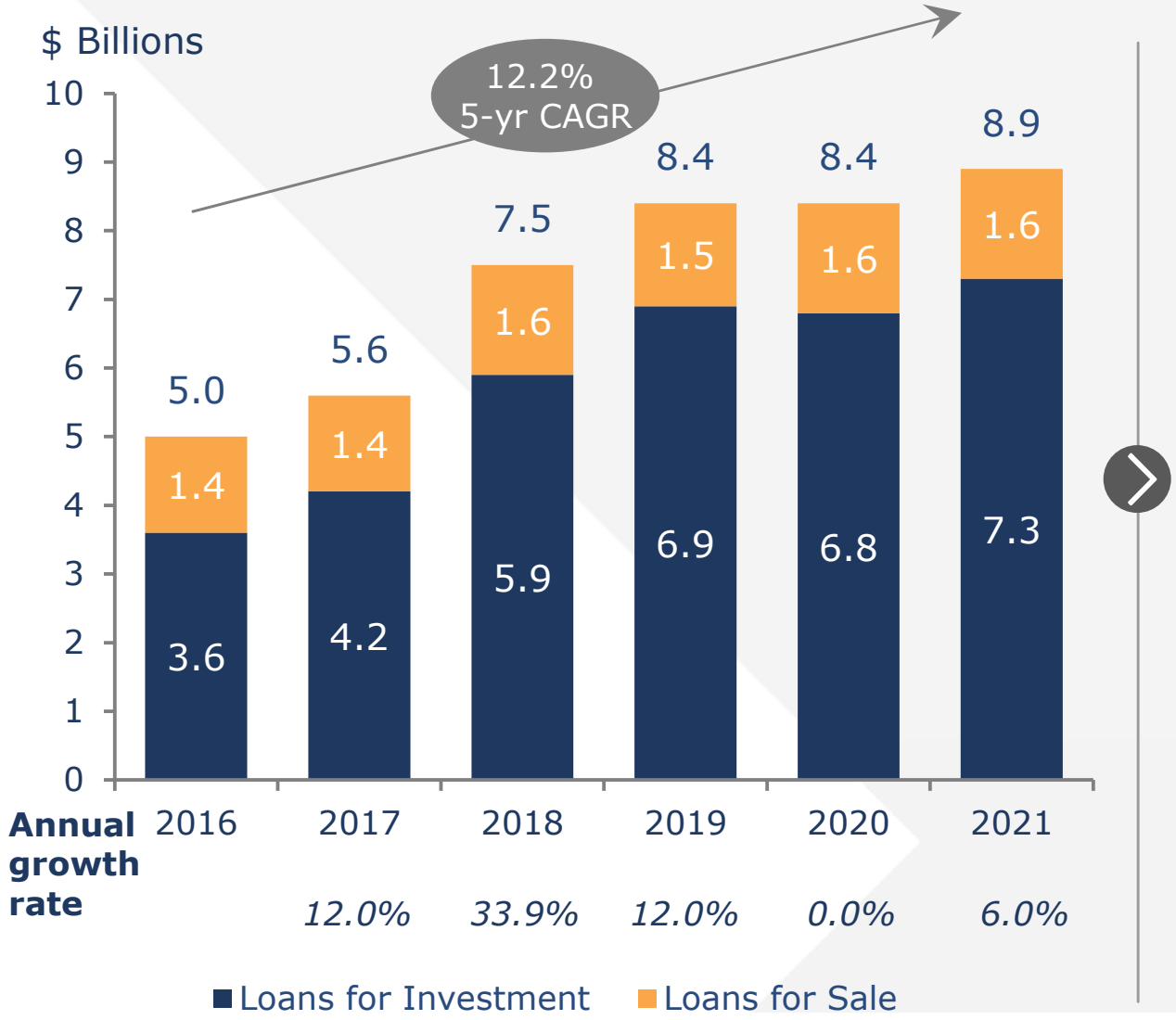
$ Millions

	Loan Balance	ACL $	ACL %
Single Family - Mortgage and Warehouse	$4,341.2	$25.3	0.58%
Multifamily & Commercial Mortgage	2,458.2	13.4	0.55%
Commercial Real Estate	3,492.9	65.3	1.87%
Commercial & Industrial Non-RE	1,239.4	22.5	1.82%
Auto & Consumer	446.6	10.0	2.24%
Other	42.7	0.3	0.70%
	$12,021.0	$136.8	1.14%



Loan Origination Growth

Fiscal Year Loan Originations



Future Plans

- Organic growth in existing business lines
  - Multifamily geographic expansion
  - Agency and jumbo mortgage channel expansion
  - Small Balance Commercial Real Estate expansion
  - Large Balance Commercial / Specialty Real Estate expansion
- Additional C&I verticals/product expansion
- Retail auto lending launch
- RIA M&A and succession lending

Diversified Deposit Businesses

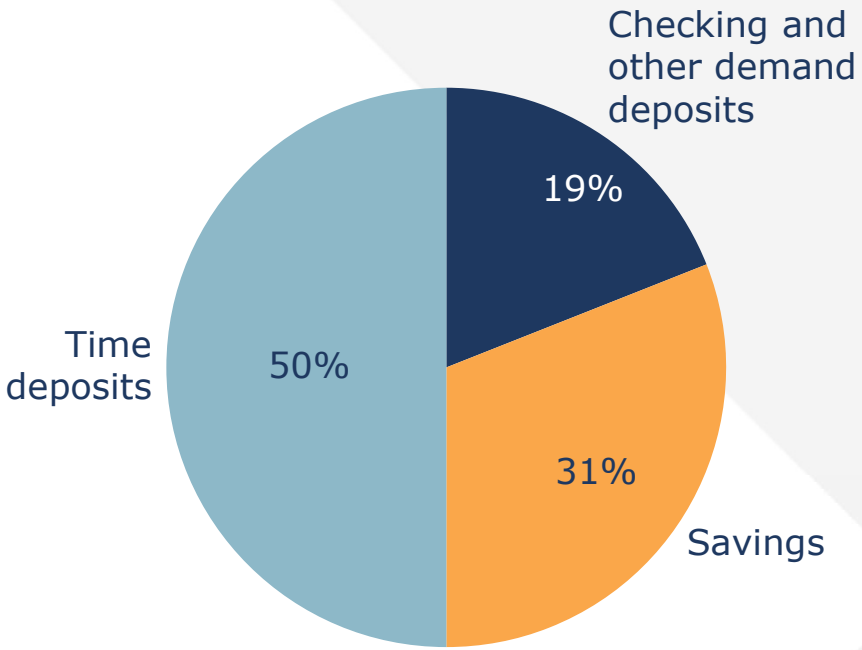
Deposit

	Key Elements
Consumer direct	< Full service digital banking, wealth management, and securities trading
Distribution Partners	< Exclusive relationships with significant brands, groups, or employers < Exclusive relationships with brokers and financial planners through Axos Clearing and Axos Advisor
Small business banking	< Business banking with simple suite of cash management services
Commercial/ Treasury Management	< Full-service treasury/cash management < Team enhancements and geographic expansion < Bank and securities cross-sell
Axos Securities	< Broker-dealer client cash < Broker-dealer reserve accounts
Specialty deposits	< Fiduciary services for trustees < 1031 exchange firms < Title and escrow companies < HOA and property management
Fiduciary Services	< Serves 40% of U.S. Chapter 7 bankruptcy trustees in exclusive relationship < Software allows servicing of SEC receivers and non-chapter 7 cases

Deposit Growth in Checking, Business, and Savings Was Achieved While Transforming the Mix of Deposits

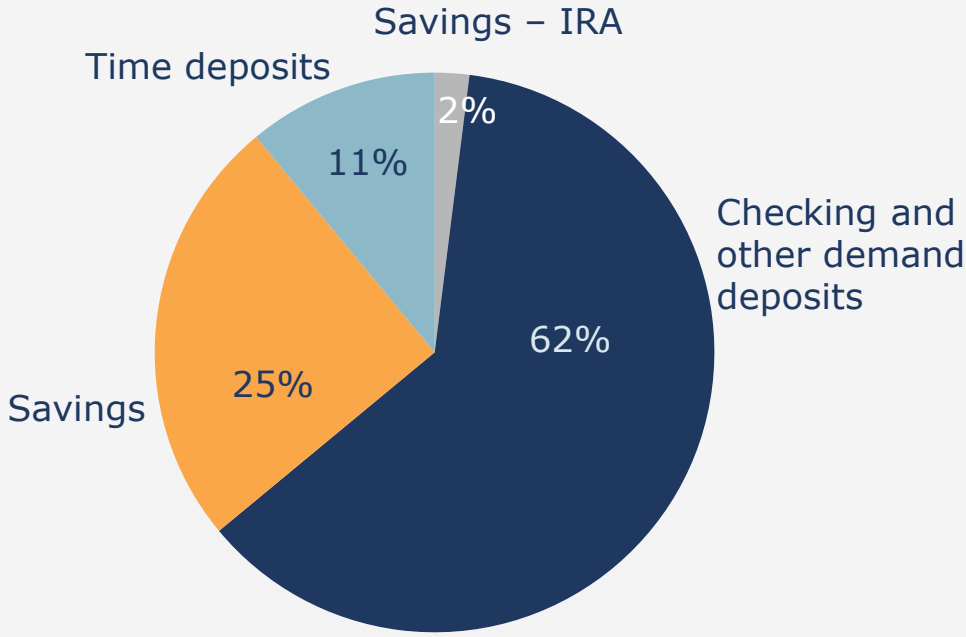
June 30, 2013

100% of Deposits = $2.1 billion



September 30, 2021

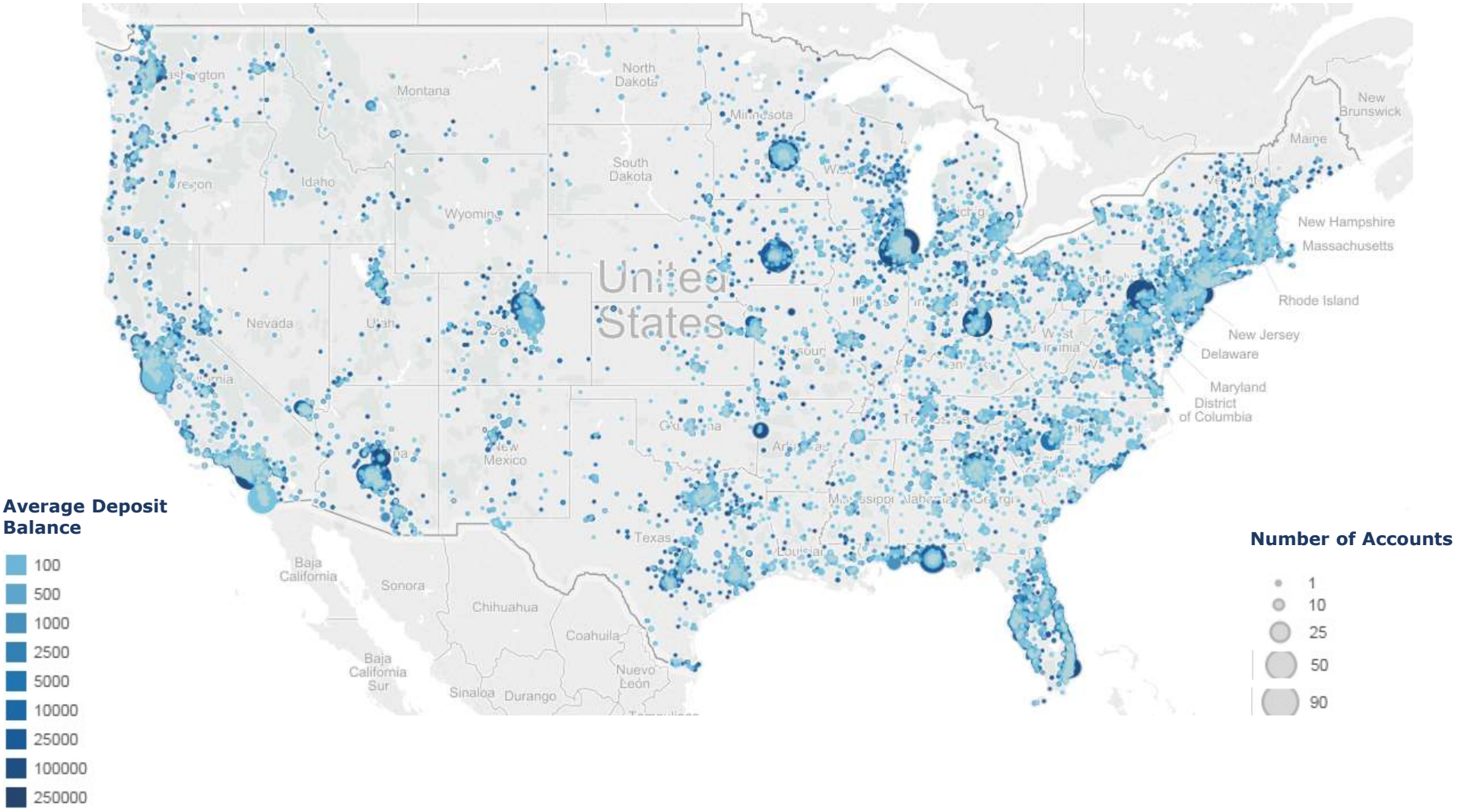
100% of Deposits = $11.7 billion



Checking Growth (6/2013 – 9/2021) = 1,736%

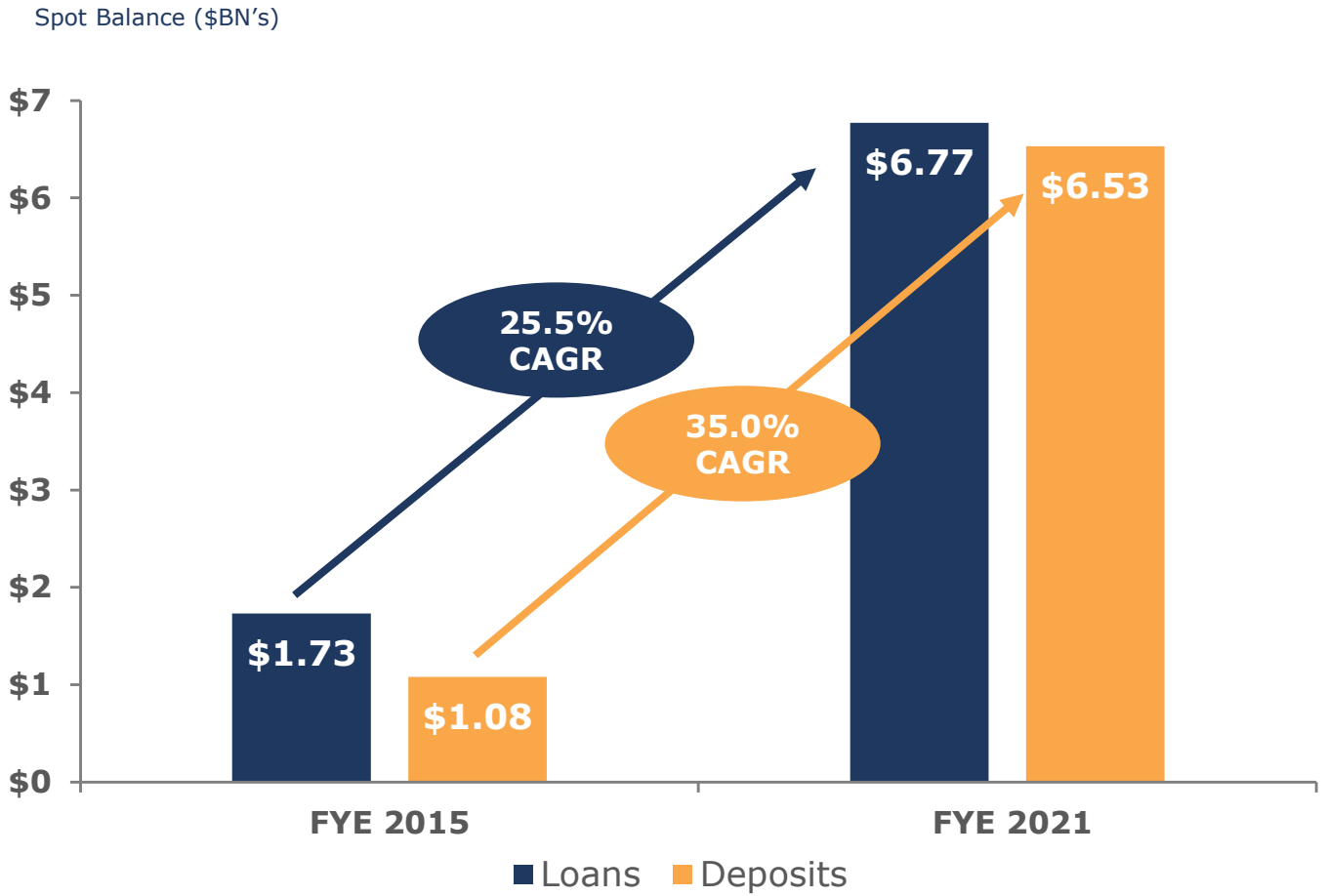
Savings Growth (6/2013 – 9/2021) = 359%

Axos Customer Base and Deposit Volume is Well Distributed Throughout the United States



Axos Deposits Have National Reach With Customers in Every State

Commercial Loans and Deposits
6 years of growth



Loan Growth Drivers

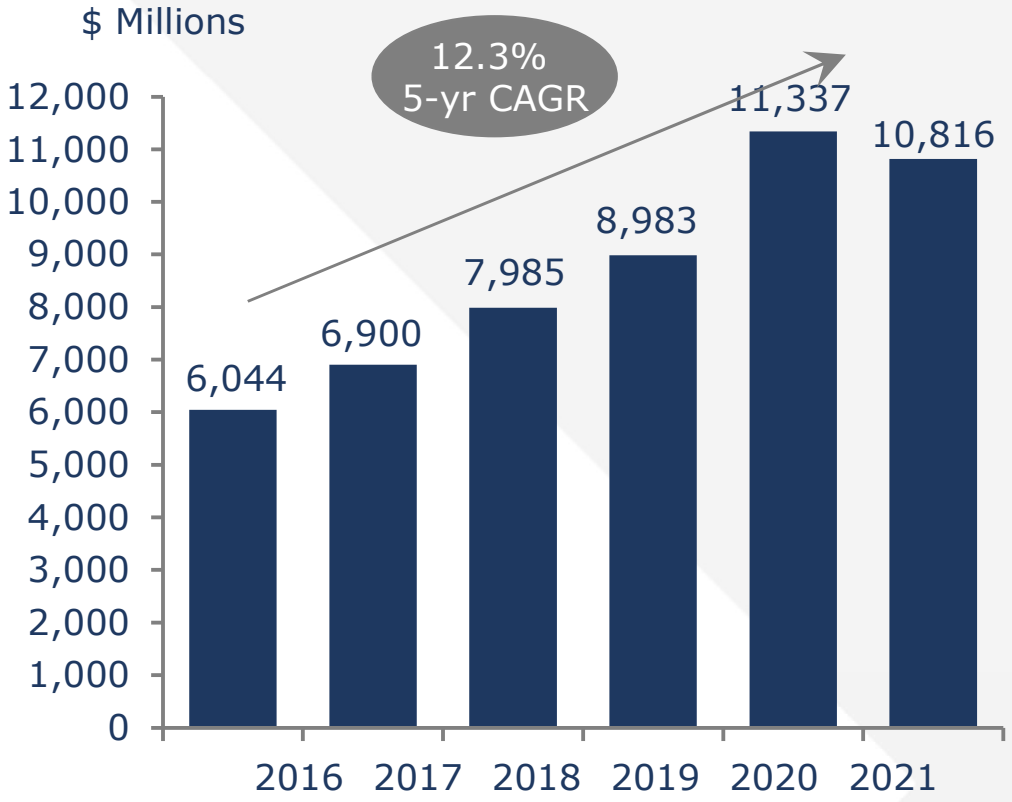
- Product Expansion
- Repeating Client Relationships
- Reputation for Reliable Execution

Deposit Growth Drivers

- Service to Specialty Verticals
- Technology and Application Integration
- Reposition as Commercial Banker

Core Deposit Growth Was Sufficiently Strong To Grow Overall Deposits While Changing The Deposit Mix

Deposit Growth *



	2016	2017	2018	2019	2020	2021
% CDs[1]	17%	12%	25%	26%	20%	14%
% Borrowings[2]	12%	9%	6%	6%	4%	2%

Future Plans

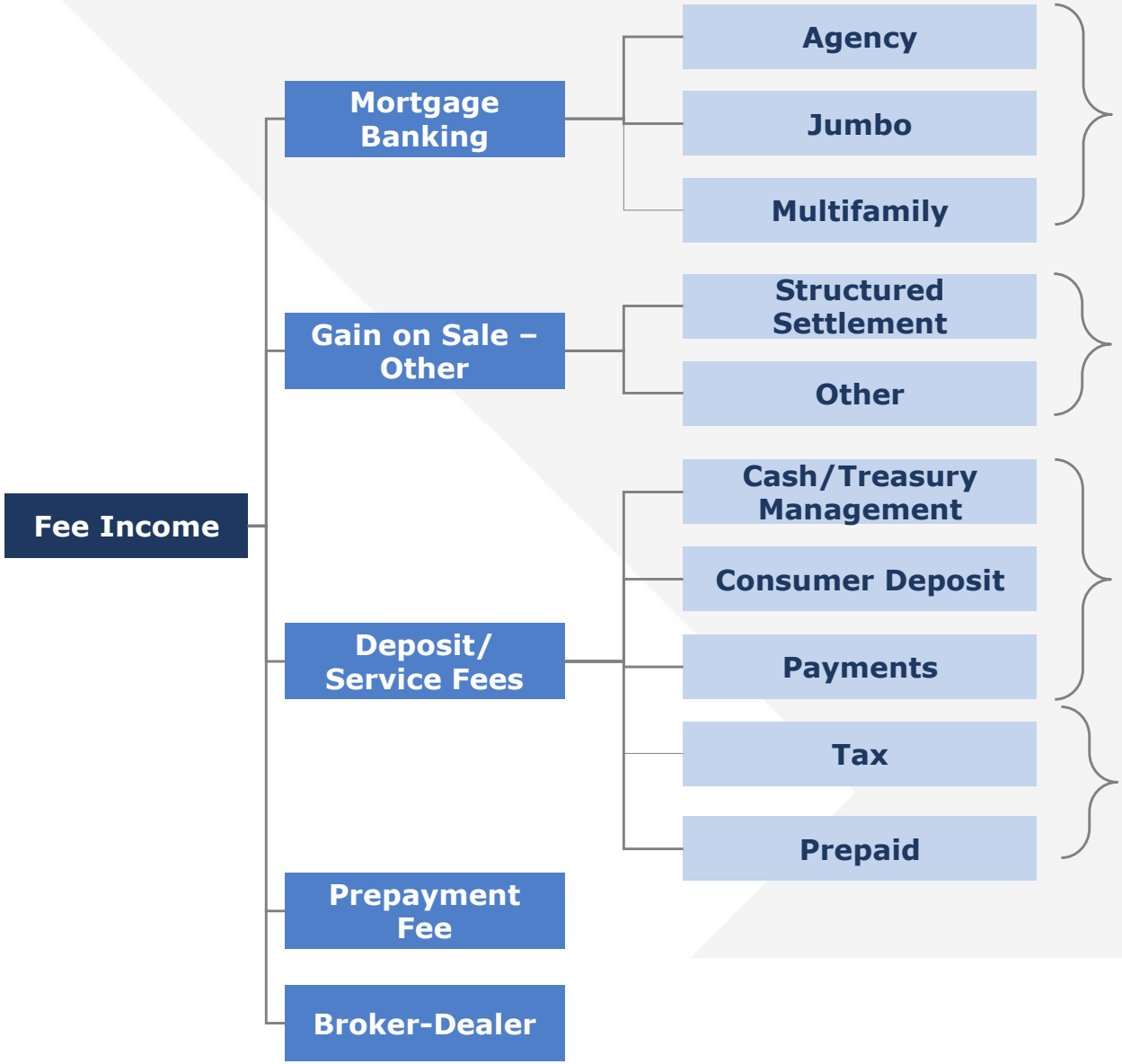
- Enhanced digital marketing automation integrated to outbound sales group
- Products and technology integration targeted to specific industry groups
- Creation of differentiated consumer and business banking platform
- Enhanced focus on customer service and user experience
- Leverage existing and create new distribution partnerships to allow for reduced acquisition cost and leverage of external brands

[1] as a % of total deposits
[2] as a % of total liabilities

* Decrease in deposits by design to accommodate acquisition of $1.2 billion in deposits from E*TRADE Advisor Services in August 2021

Diversified Fee / Non-Interest Income

*Excludes investment securities gains and losses.
** Broker-dealer fee income constitutes larger share due to addition of AAS to Securities Business.



	% Fee Income Q1 Fiscal 2022*	% Fee Income FY 2021*
Mortgage Banking	19%	39%
Gain on Sale – Other	1%	1%
Deposit/ Service Fees	23%	19%
Tax	2%	9%
Prepayment Fee	11%	7%
Broker-Dealer	44% **	25%

Axos Securities Overview

Monetizing synergies by integrating Banking products and services to Securities customers, RIAs, and IBDs



Consumer Banking
- Consumer Deposit Accounts
- ODL/Margin Accounts
- Jumbo Single Family Mortgage Loans

Commercial Banking
- Securities-Backed Lines of Credit
- Cash Management
- Commercial Property Refinancing

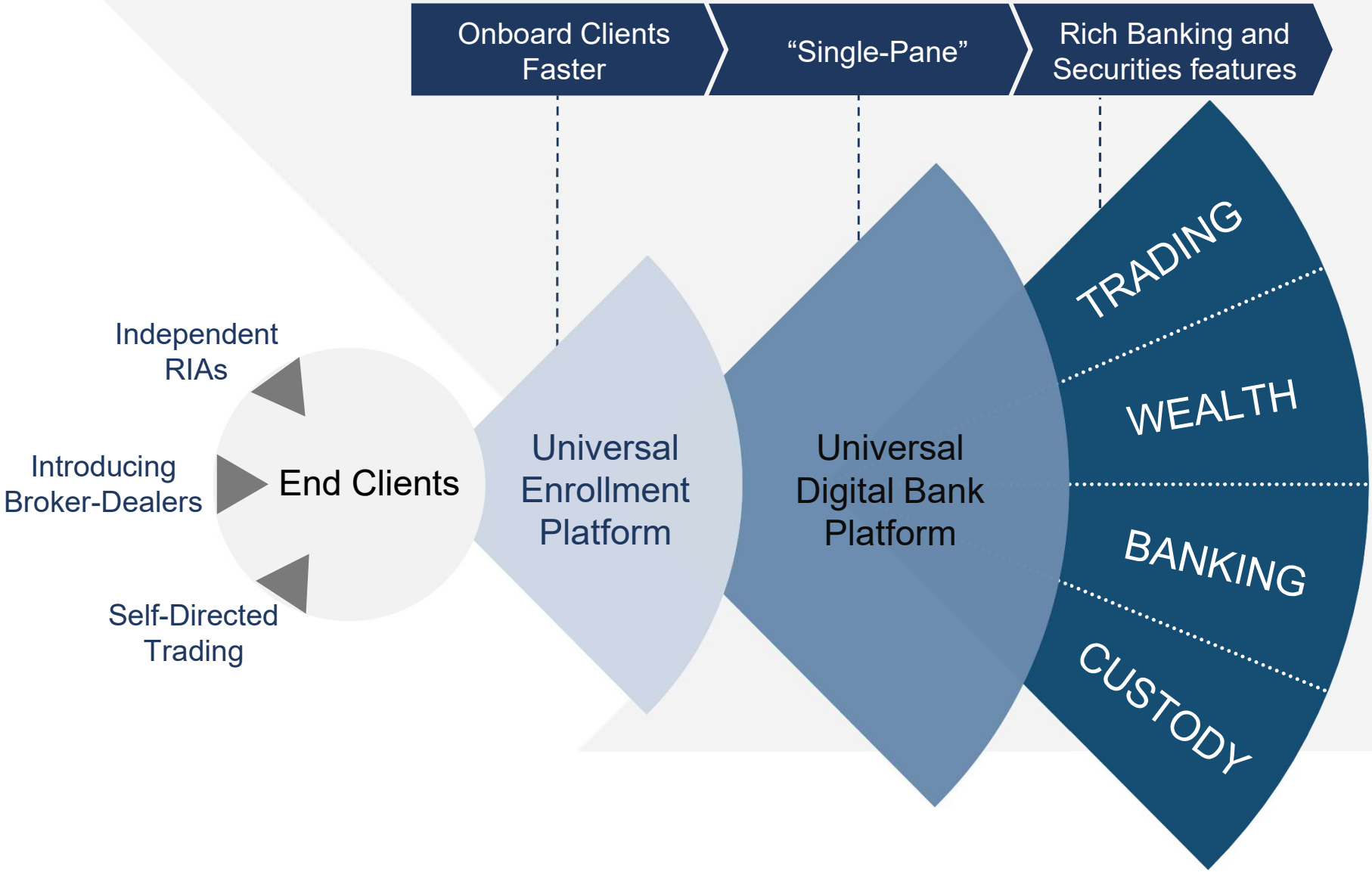
Digital Solutions
- Universal Digital Platform
- Account Opening Platform

Access to ~289,000 Clients

*Retail crypto trading launch expected in 1H calendar 2022

Securities Strategy

Leveraging Bank's existing digital platforms allows for a unique integrated and flexible Banking and Securities product features



Secular Industry Trends Provide Opportunities for Axos

Fee Compression for Active and Passive Investment Managers



- RIAs need to reduce costs and streamline back-office ops
- Automation frees up > time/resources for client interactions

Advisors are Leaving Wirehouses to Become Independent Advisors



- Axos to provide bundled securities clearing, custody and banking services
- Target small & medium-sized RIAs and IBDs that large custodians do not serve well

Aging Advisor Population Is Driving Consolidation and Succession Planning



- Axos to provide succession-based and M&A financing to RIAs and IBDs
- Nation-wide footprint and industry focus are competitive advantages

Digitization of Wealth Management



- Axos will offer direct-to-consumer and private label robo-advisory solutions to individuals and independent RIAs

E*TRADE Advisor Services Acquisition

Axos Clearing acquired certain assets and deposits related to E*TRADE Advisor Services (EAS) – closed August 2, 2021

1) $55 million cash purchase price paid at closing from Axos Financial
2) Includes $24.8 billion of custodial assets & ~$1.2 billion low-cost deposits
3) Accelerates time-to-scale in RIA custody business
4) Adds new sources of fee income and services that compliment Axos Clearing's product offering
5) Own proprietary front- and back-end RIA custody technology platform
6) Rebranded Axos Advisor Services (AAS)

Strategic and Financial Benefits

1) Adds a turnkey technology platform to generate low-cost core deposits
2) Increases Axos' non-interest income by 33%(1)
3) Provides cross-sell opportunities across securities clearing, deposit & lending products to 200+ advisors and 153,000+ wealth management clients
4) Conversion to broker-dealer platform unlocks incremental revenue opportunities
5) Accretive to EPS - projected 1% accretion in FY 2022 and 5% in FY 2023
6) Tangible book value earn-back in ~3 years

(1) Based on Axos' FY 2021 non-interest income (excluding HRB-related fees) of $94mm and EAS calendar year 2020 fee-based revenues of $31.3mm

Adds a Scalable Technology Platform

Axos Advisor Services Platform Overview

Liberty Integrated Platform

Liberty Platform

- ✓ Web-based
- ✓ Highly scalable and secure
- ✓ Mobile capabilities
- ✓ Asset-based pricing
- ✓ APIs to 3rd party value – added CRM, planning, compliance, aggregation and other tools
- ✓ RIA client white labelled client portal, statements and mobile app

Growth Tools
- Prospecting
- Proposal
- Conversion
- Onboarding

Portfolio Management & Trading
- UMA
- Rebalancing
- Omnibus trading
- Tax harvesting
- Fractional shares

Managed Investment Solutions
- 3rd party investment managers
- Diverse strategies

Operational Tools
- Fee billing
- Mobile enabled
- Investor portal

Reporting + Analytics
- Performance
- Statements
- Private-labeling
- Custom branding

Liberty Custody

- ✓ No lending of client securities
- ✓ FDIC insurance for up to $500K
- ✓ Supports alternative / non-tradeable assets

Supported by High-Touch, Best-In-Class Client Service

- Dedicated Strategic Business Consultant
- Dedicated Client Service Advocate
- Dedicated operations team
- Access to executive management team, trainers, business consultants, technology experts, and onboarding teams

Helping advisors drive efficiencies so they can focus on building and sustaining their long-term client relationships

Long-Term Revenue and Expense Synergies

Revenue Synergies*

Axos Securities:

- Margin Loans
- Securities Lending
- Fixed Income Trading
- Order Flow
- White-label Robo Advisor

Axos Consumer Banking:

- White-label Banking
- Auto Lending
- Mortgage Lending
- Unsecured Lending

Axos Business Banking:

- Small Business Banking
- RIA Lending



Cost Synergies*

Axos Securities:

- Self-Clearing
- Regulatory/Compliance
- Client Acquisition Costs
- Customer Service
- IT Infrastructure/Dev

Axos Consumer Banking:

- Deposit Servicing Costs
- Client Acquisition Costs

Axos Business Banking:

- Client Acquisition Costs

*Not included in EPS accretion or tangible book value earn-back analysis

Business Segment Overview – Axos Invest

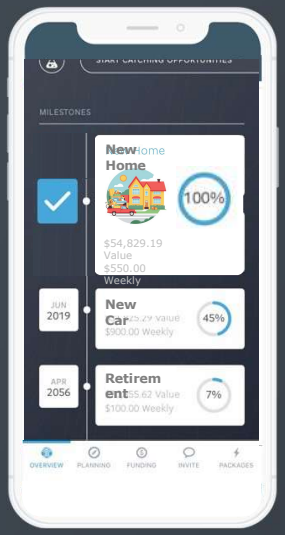
Core Services	▪ Free financial digital advisor that helps clients achieve their goals by automating the financial planning process. ▪ Provides premium packages for clients who want additional value beyond our core services.
Customer Behavior	▪ **High Conversion Rates** – Platform has been able to sustain 20% conversion rate with low client attrition. ▪ **Low Acquisition Costs**– Compared to industry standards, historic acquisition costs have sub – $50/per client (funded account). ▪ **Sticky Accounts** – Clients trust our advice with 49% following our recommendations within first week.
Customer Served	▪ Do-It-Yourself Mass Market

24,000+ sticky customer accounts with opportunities to cross-sell banking and premium services

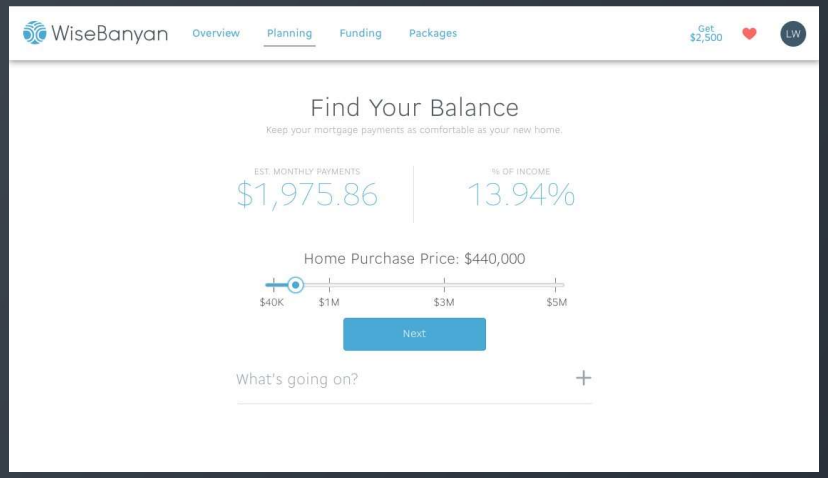
Monetize Clients by Leveraging Data and Personalization at Key Event-Driven Decision Points

INTEGRATED FINANCIAL PRODUCTS

SEEK GUIDANCE



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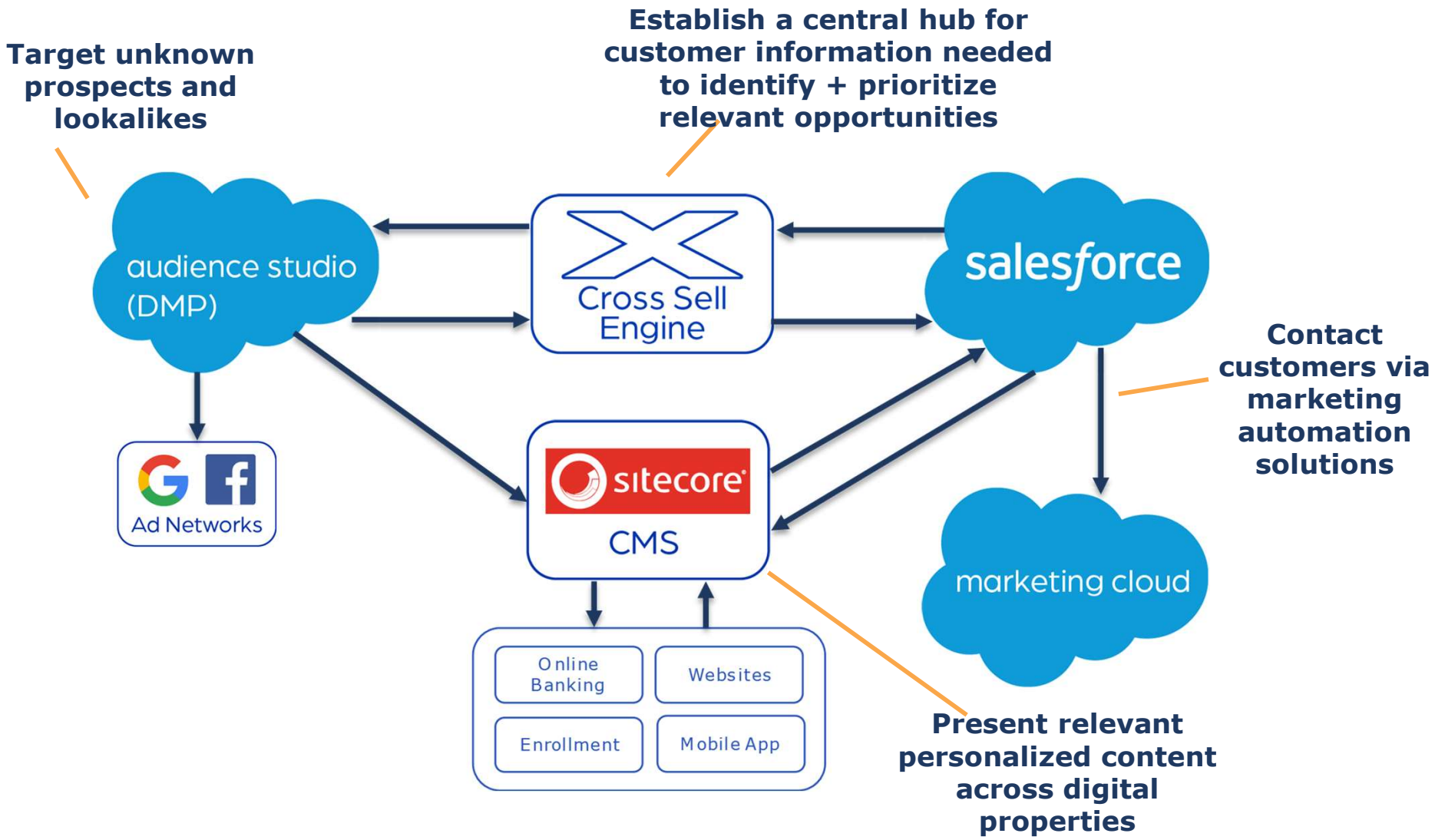
Our recommendation engine already has the capability to integrate a wide variety of financial offerings: savings, credit, purchases, and more

Key Goals of Universal Digital Bank

Personalization	› Increase chances of offering right product at the right time and place › Personalization is the right antidote for too much choice, too much content, and not enough time
Self-Service	› Eventual artificial intelligence tools assist sale of banking products such as deposits, loans, and mortgages › Products optimized by channel, recipient and journey › Self service saves time and cost (e.g., activate and de-activate debit-card in platform, send wires via self-service)
Facilitate Partnerships	› Easy integration of third-party features (e.g., biometrics) › Access to value added tools (e.g., robo-advisory, automated savings features) either proprietary or third party › Enable creative customer acquisition partners
Customizable Experience	› Provide holistic and interactive and intuitive design experience › Integrate online experience with other channels
Cross-Sell	› Artificial intelligence and big data credit models enable quick credit decisions › Customized product recommendations based upon analytical determination of need

Personalization Solution Will Increase Consumer Engagement and Lifetime Value

Goal is to present customers with customized and relevant offers at the right time via the right channel



As We Fully Digitize All Front-End Customer Interactions, Operational Efficiency Gains Also Become Possible

Online Banking Customer Interaction

- Provide compelling customer value proposition to use online banking
- Employ intelligent, personalized, automated campaigns to develop customer confidence in our messages
- Utilize multiple channels to deliver information that reflects customer preferences

Customer Self Service

- Expand digital channels and leverage omnichannel AI Hub across multiple channels, to streamline interactions
  - Easy to use self help via intelligent, automated platforms such as conversational.ai to make it easy to get what's wanted, when it's wanted, anytime, anywhere
  - Customer seamlessly switches from one channel to another e.g. IVR, Chatbot, Facebook Messenger, etc.

Operational Efficiency

- Customer centric operational efficiencies reduce cost, while accelerating delivery of customer requests
- Efficiencies are delivered using tools such as our robotic process automation platform, or low code platform to automate high volume, repetitive processes

Holistic Credit Risk Management

What We Do

Utilize a holistic credit-risk management framework to manage and monitor credit quality at each stage of the loan life cycle, and leverage specialized Credit Tools to optimize monitoring and reporting capabilities

Credit Monitoring & Oversight

Loan Life Cycle	**Set Appetite**	**Originations**	**Portfolio Management**	**Reporting**	**Special Assets**
Axos Credit Objectives	**Establish Credit Framework and Culture**	**Safe Growth**	**Monitor Assets Throughout Life Cycle**	**Data-Driven Decision Making**	**Mitigate Problem Loans**
Example of Credit Tools	• **Board of Directors** • **Annual Strategic Plan** • **Corporate Governance** • **Policies & Approval Authorities**	PCLENDER, nCino, CoStar Group, RIMS	iRisk, Lereta	REIS, Microsoft SQL Server	iRisk, Lereta

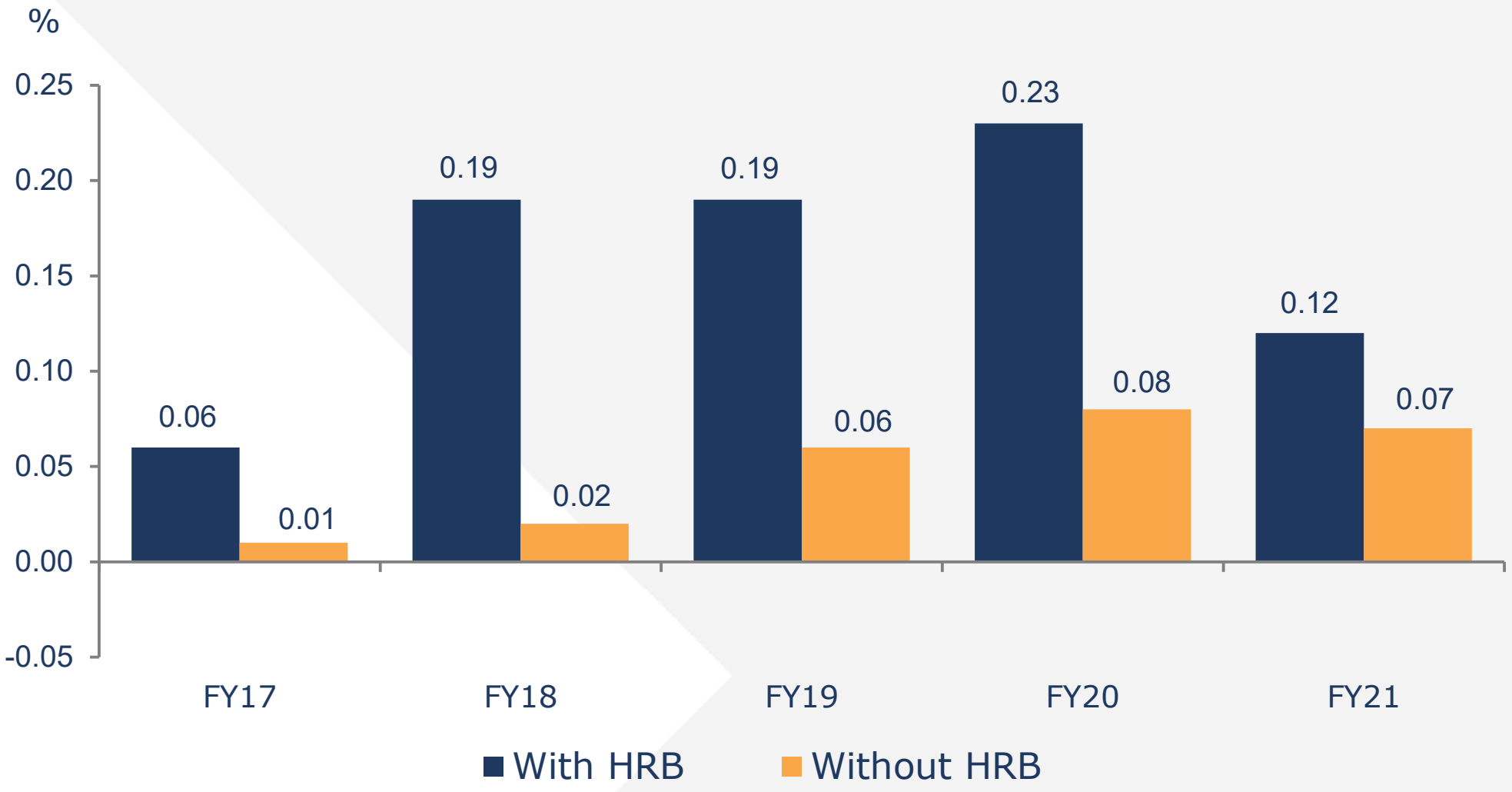
Credit Tools list is a sampling and is not purported to be comprehensive.

Credit Quality

No Loans in Forbearance

6/30/2021	Loans O/S	Loans in Forbearance or Deferral	%	NPAs	%
Single Family-Mortgage & Warehouse	$4,359.5	$0.0	0.00%	$105.7	2.42%
Multifamily and Commercial Mortgage	$2,470.4	$0.0	0.00%	$20.4	0.83%
Commercial Real Estate	$3,180.4	$0.0	0.00%	$15.9	0.50%
Commercial & Industrial - Non-RE	$1,123.9	$0.0	0.00%	$2.9	0.26%
Auto & Consumer	$362.2	$0.0	0.00%	$0.3	0.08%
Other	$58.3	$0.0	0.00%	$0.0	0.00%
Total	$11,554.7	$0.0	0.00%	$145.2	1.26%
9/30/2021	**Loans O/S**	**Loans in Forbearance or Deferral**	**%**	**NPAs**	**%**
Single Family-Mortgage & Warehouse	$4,341.2	$0.0	0.00%	$111.3	2.56%
Multifamily and Commercial Mortgage	$2,458.2	$0.0	0.00%	$6.9	0.28%
Commercial Real Estate	$3,492.9	$0.0	0.00%	$15.5	0.44%
Commercial & Industrial - Non-RE	$1,239.4	$0.0	0.00%	$0.0	0.00%
Auto & Consumer	$446.6	$0.0	0.00%	$0.4	0.09%
Other	$42.7	$0.0	0.00%	$0.0	0.00%
Total	$12,021.0	$0.0	0.00%	$134.1	1.12%
Change at 9/30/21 from 6/30/21	**Loans O/S**	**Loans in Forbearance or Deferral**		**NPAs**	
Single Family-Mortgage & Warehouse	-$18.3	$0.0		$5.6	
Multifamily and Commercial Mortgage	-$12.2	$0.0		-$13.5	
Commercial Real Estate	$312.5	$0.0		-$0.4	
Commercial & Industrial - Non-RE	$115.5	$0.0		-$2.9	
Auto & Consumer	$84.4	$0.0		$0.1	
Other	-$15.6	$0.0		$0.0	
Total	466.3	$0.0		-$11.1	

Annualized Charge-offs (Recoveries) to Average Loans Outstanding



Note I: Company uses a June 30 fiscal year-end.
Note II: The Company partnered with H&R Block Bank (HRB) to provide HRB branded financial services products. The partnership was terminated December 8, 2020.

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